

FROM THE DESK OF :  
DAWN HOLLAND  
R.J. REYNOLDS TOBACCO CO

TO: DAN FILSON

FAX #: 850-4238





SHELBY'S  
Submitted to: DAN FILSON  
Submitted by: DAWN HOLLAND

> DUE TO THE REMOVAL OF (1) ONE RJR  
PACKAGE FIXTURE, PAYMENTS FOR THE  
SHELBY'S CHESTER STORE WILL BE REDUCED  
TO \$ 1,123.20 DOLLARS PER QUARTER.

>RJR WILL MERCHANDISE PRODUCT ON THE  
PHILIP MORRIS PACKAGE FIXTURE.

> RJR WILL MAINTAIN THE TOP (3) THREE  
SHELVES ON THE LEFT SIDE AND THE TOP (3)  
THREE SHELVES ON THE BACK SIDE OF THE  
P.M. PACKAGE FIXTURE.

> RJR WILL MAINTAIN THE TOP (2) TWO  
PROMOTIONAL SECTIONS DIRECTLY ABOVE  
THE (2) TWO SPRINGFED SECTIONS FOR RJR

> RJR WILL NOT INCUR ANY COSTS FOR  
SHARING THIS FIXTURE WITH PHILIP MORRIS.

>RJR WILL MAINTAIN ALL OTHER PACKAGE  
FIXTURES IN THE STANHOPE, NEWTON, AND  
WASHINGTON SHELBY STORES.

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SHELBY'S  
Submitted to: DAN FILSON  
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## **SHELBY'S**

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### **CHESTER**

**CURRENT QUARTERLY PAYMENT      \$1,183.20**

**QUARTERLY REDUCTION                \$60.00**

**PROPOSED QUARTERLY PAYMENT      \$1,123.20**

**PROPOSED ANNUAL CONTRACT PAYMENT**

**\$4,492.80**

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# SHELB'Y CHESTER

## PM EXPRESS CHECKLANE UNIT

PM PM RJRRJR			
PM	PM	RJR	RJR
PM	PM	RJR	RJR
PM	PM	RJR	RJR

RJR WILL MAINTAIN THE TOP 3 SHELVES ON 2 SECTIONS OF THIS UNIT

RJR WILL MAINTAIN SIGNAGE ON 2 SIDES OF THE PM UNIT

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## MESSAGE CONFIRMATION

DATE:09/02/93 TIME:15:57

ID:RJRT,EDISON,NJ #

DATE	TIME	TX-TIME	DISTANT STATION ID	MODE	PAGES	RESULT
09/02	15:54	03'12"	8504238	G3-S	005	OK

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